

CENTRAL INTELLIGENCE AGENCY

## INFORMATION REPORT

010783

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1. On 6 January 1954, a conference was held at DIA Elektro-Technik, on the export of radio sets and electroacoustic apparatus, between DIA, HV RFT (the Main Administration for Radio and Telecommunications), and Radio and Telecommunications equipment factory representatives.
2. The head of the sales department of DIA, Knobloch (fmu), made a speech in which he said that production of radio sets would be increased by 50% during 1954. Exports would be increased to three times more than the 1953 figure. Negotiations with the USSR, Poland, Czechoslovakia, Rumania, and Albania were still in progress. The change of reparations into export orders meant an automatic increase of exports. 25X1
- 3.
- 4.
5. In accordance with a decision of the Ministerrat, plants producing goods for export would gain several privileges. They would retain part of the foreign currency earned so that they could import materials. No transfer tax would be

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- 2 -

charged on the goods exported. Travel abroad would be permitted and the procurement of materials made easier.

6. Export orders during 1953 were not satisfactorily filled. EAW-TREPTOW had carried out orders promptly, but Stern-Radio Stassfurt and Rochlitz were two months behind with deliveries, and Sachsenwerk Niedersedlitz had refused to take on export orders because it had committed its entire production to the East German Trade Office (Deutsche Handelszentrale) (DHZ).

7. The price at the factory of radio sets in East Germany was on the average three times the world market price.

8. [redacted] 25X1  
only  
a small percentage of the development projects for export radio sets had been approved. [redacted] 25X1  
[redacted] East Germany would not be able to compete  
on the world market before 1955.

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